	A	B	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG
1			Budget Figures for Fiscal Year 2012													FY 2012					FY 2012
2	Station: WBAI		Oct '12	Nov '12	Dec '12	Jan '13	Feb '13	Mar '13	Apr '13	May '13	June '13	July '13	Aug '13	Sept '13	Total 2013	12 Actual YTD	12 Budget	13 Budget	13 B/ '12 A	% Var	Var B to A
3	Income Summary																				
4	5000	Listener Support	496,180	90,273	191,257	70,282	520,152	98,152	68,007	510,972	94,747	378,032	81,627	78,557	**2,678,238**	2,767,793	2,684,927	2,678,238	(89,555)	(3%)	82,866
5	5001	Donations (below $1K per)	6,665	6,665	6,665	6,665	6,665	6,670	6,670	6,670	6,670	6,665	6,665	6,665	**80,000**	21,333	80,000	80,000	58,667	275%	(58,667)
6	5002	Donations - Capital Campaign													**-**	0	0	0	0	N/A	0
7	5011	Website Income	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	**111,000**	109,736	70,020	111,000	1,264	1%	39,716
8	5015	Sales Pacifica Station (Archives)													**-**	0	0	0	0	N/A	0
9	5020	Corporate Match	1,455	1,455	1,455	1,455	1,455	1,455	1,455	1,455	1,455	1,455	1,455	1,455	**17,460**	7,453	3,660	17,460	10,007	134%	3,793
10	5599	Other Income	-	-	-	-	-	-	-	-	-	-	-	-	**-**	0	0	0	0	N/A	0
11	5600	Interest Income	-	-	-	-	-	3,480	-	-	-	-	-	3,480	**6,960**	21,936	6,960	6,960	(14,976)	(68%)	14,976
12	5710	Sales Other (Archives)													**-**	0	0	0	0	N/A	0
13	5750	Community Events	563	21,000	4,663	3,063	3,063	3,063	4,663	3,063	3,063	3,063	3,063	4,665	**56,990**	17,659	56,990	56,990	39,331	223%	(39,331)
14	5751	Community Events (Roth)													**-**	114,543	0	0	(114,543)	N/A	114,543
15	5752	Major Donors ($1K & Up)	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	**57,000**	25,213	114,000	57,000	31,787	126%	(88,787)
16	5760	Crafts Fair/Other Events (DR)	13,410	13,410	13,410	13,410	13,410	13,410	13,410	13,410	13,410	13,410	13,410	13,410	**160,920**	0	160,920	160,920	160,920	#DIV/0!	(160,920)
17	5770	Car Donations Proceeds	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	**15,000**	9,621	15,000	15,000	5,379	56%	(5,379)
18	5800	Grants Income, Others	-	-	-	-	-	-	-	15,000	-	25,000	25,000	25,000	**90,000**	37,324	90,000	90,000	52,676	141%	(52,676)
19	5801	Grants - CPB/CSG	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783	25,783	**309,399**	248,208	157,291	309,399	61,191	25%	90,917
20	5802	Grants - CPB (Restricted)	9,057	9,057	9,057	9,057	9,057	9,057	9,057	9,057	9,057	9,057	9,057	9,057	**108,681**	87,660	55,265	108,681	21,021	24%	32,395
21	5805	Grants, Non-Operating													**-**	0	0	0	0	N/A	0
22	5810	Grants - Restricted	-	-	-	-	-	-	-	-	-	-	-	-	**-**	0	0	0	0	N/A	0
23	5900	SCA Income													**-**	0	0	0	0	N/A	0
27	Total Revenue		568,363	182,893	267,540	144,965	594,835	176,320	144,295	600,660	169,435	477,715	181,310	183,322	3,691,648	3,468,480	3,495,033	3,691,648	223,168	6%	(26,553)
28															(7,032)						
29	Expenses																				
30		Salaries & Related Exp	106,706	106,374	113,699	114,009	114,009	114,655	114,655	114,655	114,655	114,655	114,345	114,345	**1,356,762**	1,480,793	1,542,261	1,356,762	124,032	8%	(61,467)
31		Board Expenses	3,683	3,683	5,183	183	183	1,683	183	183	1,683	183	183	1,683	**18,696**	600	18,696	18,696	(18,096)	(3,016%)	(18,096)
32		Administrative Expenses	48,629	50,610	64,160	53,110	53,110	64,110	53,110	52,860	59,110	48,110	48,110	59,110	**654,140**	827,093	644,470	654,140	172,953	21%	182,623
33		Programming Expenses	62,288	66,888	66,433	60,288	64,888	66,433	60,288	64,888	66,433	60,288	64,888	66,433	**770,433**	703,397	575,069	770,433	(67,036)	(10%)	128,329
34		Development Expenses	33,191	13,524	15,654	12,485	38,750	13,122	11,780	32,082	13,126	25,468	21,635	12,413	**243,230**	393,267	367,555	243,230	150,037	38%	25,712
35		Comm. Event Expenses	4,791	6,491	1,600	4,791	4,791	4,791	5,891	5,041	4,791	4,791	5,041	5,891	**58,703**	50,427	62,994	58,703	(8,277)	(16%)	(12,568)
36	Total Expenses		259,288	247,570	266,729	244,866	275,731	264,794	245,907	269,709	259,798	253,495	254,202	259,875	3,101,964	3,455,577	3,211,045	3,101,964	353,613	10%	244,532
37																					
38	Income (Loss) Before Capital Expenditu		309,075	(64,677)	811	(99,902)	319,103	(88,474)	(101,612)	330,950	(90,363)	224,219	(72,893)	(76,554)	**589,684**	12,903	283,988	589,684	(130,445)	(1,011%)	(271,085)
39															589,684						
40	6400	Central Services - N.O.	84,351	15,346	32,514	11,948	88,426	16,686	11,561	86,865	16,107	64,265	13,877	13,355	**455,301**	200,684	161,096	455,301	(254,617)	(127%)	39,588
41	6412	Central Services - PRA	12,405	2,257	4,781	1,757	13,004	2,454	1,700	12,774	2,369	9,451	2,041	1,964	**66,956**	76,344	67,123	66,956	9,388	12%	9,221
42	5100	KPFA													**-**	0	0	0	0	N/A	0
43	5200	KPFK													**-**	0	0	0	0	N/A	0
44	5300	WBAI													**-**	0	0	0	0	N/A	0
45	5400	WPFW													**-**	0	0	0	0	N/A	0
46	5500	KPFT													**-**	0	0	0	0	N/A	0
47	Central Services		96,755	17,603	37,295	13,705	101,430	19,140	13,261	99,640	18,476	73,716	15,917	15,319	522,256	277,028	15,319	522,256	245,229	47%	48,809
48																					
49	Net Income (Loss)		212,320	(82,280)	(36,484)	(113,607)	217,673	(107,614)	(114,874)	231,311	(108,839)	150,503	(88,810)	(91,872)	**67,427**	(264,125)	(91,872)	67,427	331,552	492%	(319,894)
50																					
51	**Capital Expenditures**																				
52	1300	Furn, Ofc Equip, Tel.	752	752	752	752	752	752	752	752	752	752	752	752	**9,023**	8,067	9,023	9,023	(956)	(12%)	(956)
53	1350	Computers	420	420	1,380	420	420	420	420	420	420	420	420	420	**6,000**	5,059	6,000	6,000	(941)	(19%)	(941)
54	1400	Technical Equipment	250	250	250	250	250	250	250	250	250	250	250	250	**3,000**	0	3,000	3,000	(3,000)	#DIV/0!	(3,000)
55	1420	Transmitter	500	500	500	500	500	500	500	500	500	500	500	500	**6,000**	2,755	6,000	6,000	(3,245)	(118%)	(3,245)
56	1450	Antenna	150	150	150	150	150	150	150	150	150	150	150	150	**1,800**	0	1,800	1,800	(1,800)	#DIV/0!	(1,800)
57	1500-20	Leasehold, Bldg Improve.	2,167	2,167	2,167	2,167	2,167	2,167	2,167	2,167	2,167	2,167	2,167	2,167	**26,000**	0	26,000	26,000	(26,000)	#DIV/0!	(26,000)
58		Remit to N.O. (Heath Bequest)													**-**	0	0	0	0	N/A	0
59															**-**	0	0	0	0	N/A	0
60															**-**	0	0	0	0	N/A	0
61															**-**	0	0	0	0	N/A	0
62															**-**	0	0	0	0	N/A	0
63	Capital Expenditure Sub-Total		4,239	4,239	5,199	4,239	4,239	4,239	4,239	4,239	4,239	4,239	4,239	4,239	51,823	15,880	4,239	51,823	(35,943)	(69%)	(35,943)
64																					
65	Total Capital Expenditures		4,239	4,239	5,199	4,239	4,239	4,239	4,239	4,239	4,239	4,239	4,239	4,239	51,823	11,910	4,239	51,823	(35,943)	(69%)	(35,943)
66																					
67	Surplus (Deficit)		208,081	(86,519)	(41,683)	(117,845)	213,435	(111,852)	(119,112)	227,072	(113,077)	146,264	(93,048)	(96,111)	15,604	17,828	(96,111)	15,604	(2,224)	(14%)	(283,951)
68															256,375						

	A	B	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG
2	Station: WBAI		Oct '12	Nov '12	Dec '12	Jan '13	Feb '13	Mar '13	Apr '13	May '13	June '13	July '13	Aug '13	Sept '13	Total 2013	12 Actual YTD	12 Budget	13 Budget	13 B/ '12 A	% Var	Var B to A
69	**Expenses Details**																				
70	**Salaries and Related Expenses**																				
71	6000	Gross Salaries	78,627	78,627	78,627	78,627	78,627	78,627	78,627	78,627	78,627	78,627	78,627	78,627	**943,528**	1,036,333	1,102,376	943,528	92,805	9%	(66,042)
72	6001	Severance/Vacation Pay	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	**27,600**	11,656	27,600	27,600	(15,944)	(137%)	(15,944)
73	6100	Payroll Taxes - FICA	5,732	5,400	5,732	5,732	5,732	5,732	5,732	5,732	5,732	5,732	5,732	5,732	**68,452**	79,748	85,978	68,452	11,296	14%	(6,230)
74	6101	Payroll Taxes - SUI	1,139	1,139	1,139	1,449	1,449	1,449	1,449	1,449	1,449	1,449	1,139	1,139	**15,837**	25,927	18,220	15,837	10,090	39%	7,707
75	6102	Pension Contribution	1,453	1,453	1,453	1,453	1,453	1,453	1,453	1,453	1,453	1,453	1,453	1,453	**17,431**	23,907	21,926	17,431	6,476	27%	1,981
76	6103	403B Contribution	749	749	749	749	749	749	749	749	749	749	749	749	**8,991**	10,444	11,239	8,991	1,453	14%	(795)
77	6200	Health Benefits	16,706	16,706	23,699	23,699	23,699	24,345	24,345	24,345	24,345	24,345	24,345	24,345	**274,923**	292,779	274,923	274,923	17,855	6%	17,855
78	6201	Child Care	0	0	0	0	0	0	0	0	0	0	0	0	**0**	0	0	0	0	N/A	0
79	6305	Consultant Related Exp.	0	0	0	0	0	0	0	0	0	0	0	0	**0**	0	0	0	0	N/A	0
80	**Total Salaries & Related Exp.**		**106,706**	**106,374**	**113,699**	**114,009**	**114,009**	**114,655**	**114,655**	**114,655**	**114,655**	**114,655**	**114,345**	**114,345**	**1,356,762**	**1,480,793**	**1,542,261**	**1,356,762**	**124,032**	**9%**	**(61,467)**
81																					
82	**Administrative Expenses**																				
83	6300	Consultants	773	773	773	773	773	773	773	773	773	773	773	773	**9,276**	130,857	9,276	9,276	121,581	93%	121,581
84	6446	Security Expenses	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	
85	6500	Telephone	5,835	5,535	5,535	5,535	5,535	5,535	5,535	5,535	5,535	5,535	5,535	5,535	**66,720**	117,031	70,000	66,720	50,311	43%	47,031
86	6501	Telephone - Radio Lines	773	773	773	773	773	773	773	773	773	773	773	773	**9,276**	0	9,276	9,276	(9,276)	#DIV/0!	(9,276)
87	6504	Internet/Cable	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	0
88	6510	Postage	25	25	25	25	25	25	25	25	25	25	25	25	**300**	253	300	300	(47)	(18%)	(47)
89	6511	Deliv. & Messengerial	117	117	117	117	117	117	117	117	117	117	117	117	**1,404**	5,424	1,404	1,404	4,020	74%	4,020
90	6520	Associations/Periodical	60	60	60	60	60	60	60	60	60	60	60	60	**720**	0	720	720	(720)	#DIV/0!	(720)
91	6530	Professional Svc. Legal	3,673	3,673	3,673	3,673	3,673	3,673	3,673	3,673	3,673	3,673	3,673	3,673	**44,076**	99,625	44,076	44,076	55,549	56%	55,549
92	6531	Insurance Expense	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	0
93	6534	Audit Fees	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0			0	N/A	0
94	6536	Outside Services	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	0
95	6560	Interest Expense	773	773	773	773	773	773	773	773	773	773	773	773	**9,276**	21,172	9,276	9,276	11,896	56%	11,896
96	6570	Bank Charges	856	856	856	856	856	856	856	856	856	856	856	856	**10,273**	13,493	10,273	10,273	3,220	24%	3,220
97	6571	Conferences/Training	0	2,500	0	0	0	0	0	0	0	0	0	0	**2,500**	0	2,500	2,500	(2,500)	#DIV/0!	(2,500)
98	6573	Meeting Expenses	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	0
99	6575	NFCB Conf/Conv	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	0
100	6580	Travel-NO/PNB/Other Sta	250	250	250	250	250	250	250	0	250	250	250	250	**2,750**	4,849	3,000	2,750	2,099	43%	1,849
101	6581	Travel-Local, Mileage	0	0	50	0	0	0	0	0	0	0	0	0	**50**	1,599	50	50	1,549	97%	1,549
102	6593	Folio Expenses	9	0	0	0	0	0	0	0	0	0	0	0	**9**	0	9	9	(9)	#DIV/0!	(9)
103	6600	Office & Supplies Exp	305	305	305	305	305	305	305	305	305	305	305	305	**3,660**	2,941	3,660	3,660	(719)	(24%)	(719)
104	6610	Office Rent	27,100	27,100	27,100	27,100	27,100	27,100	27,100	27,100	27,100	27,100	27,100	27,100	**325,200**	325,853	325,200	325,200	653	0%	653
105	6620	Property Taxes	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	0
106	6631	Rent / Lease of Equipt	1,410	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	**14,610**	29,847	14,610	14,610	15,237	51%	15,237
107	6635	Storage Rental	0	0	0	0	0	0	0	0	0	0	0	0	**-**	0	0	0	0	N/A	0
108	6640	Utilities - Office	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	**55,200**	51,356	42,000	55,200	(3,844)	(7%)	9,356
109	6650	Maintenance, Non-Tech.	750	750	750	750	750	750	750	750	750	750	750	750	**9,000**	6,987	9,000	9,000	(2,013)	(29%)	(2,013)
110	6660	Other Admin Exp (Include 6655 dep	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	**12,600**	14,211	12,600	12,600	1,611	11%	1,611
111	6662	Personnel Search	120	120	120	120	120	120	120	120	120	120	120	120	**1,440**	0	1,440	1,440	(1,440)	#DIV/0!	(1,440)
112	6665	Computer Maintenance	150	150	150	150	150	150	150	150	150	150	150	150	**1,800**	1,595	1,800	1,800	(205)	(13%)	(205)
113	6685	Computer Maintenance (see 6665)													**-**	0			0	N/A	
114	6900	Settlements - Legal	0	0	11,000	0	0	11,000	0	0	11,000	0	0	11,000	**44,000**	0	44,000	44,000	(44,000)	#DIV/0!	(44,000)
115		Debt Retirement	0	0	5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	**30,000**	0	30,000	30,000	(30,000)	#DIV/0!	(30,000)
116	**Total Administrative Expenses**		**48,629**	**50,610**	**64,160**	**53,110**	**53,110**	**64,110**	**53,110**	**52,860**	**59,110**	**48,110**	**48,110**	**59,110**	**654,140**	**827,093**	**644,470**	**654,140**	**172,953**	**26%**	**61,042**
117																					

	A	B	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG
2	**Station: WBAI**		**Oct '12**	**Nov '12**	**Dec '12**	**Jan '13**	**Feb '13**	**Mar '13**	**Apr '13**	**May '13**	**June '13**	**July '13**	**Aug '13**	**Sept '13**	**Total 2013**	**12 Actual YTD**	**12 Budget**	**13 Budget**	**13 B/ '12 A**	**% Var**	**Var B to A**
118	**Board Expenses**																				
119	**National Board Exp:**																				
120	6503	Telephone-Board Conf.	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
121	6590	Board Meeting & Travel	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
122	6596	Board Legal/Consultant	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
123	6597	Other Board Exp-FedEx, Supplies, e	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
124		Consultant	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
125	**Total National Board Expenses**		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**#DIV/0!**	0
126	Local Board / Election Exp:																				
127	6591	Local Board Exp	183	183	183	183	183	183	183	183	183	183	183	183	**2,196**	450	2,196	2,196	(1,746)	(388%)	(1,746)
128	6595	LSB Election	3,500	3,500	5,000	0	0	1,500	0	0	1,500	0	0	1,500	**16,500**	0	16,500	16,500	(16,500)	#DIV/0!	(16,500)
129	**Total Local Board Expenses**		**3,683**	**3,683**	**5,183**	**183**	**183**	**1,683**	**183**	**183**	**1,683**	**183**	**183**	**1,683**	**18,696**	**450**	**18,696**	**18,696**	**(18,246)**	**(4,055%)**	(18,246)
130																					
131	**Total Board Expenses**		**3,683**	**3,683**	**5,183**	**183**	**183**	**1,683**	**183**	**183**	**1,683**	**183**	**183**	**1,683**	**18,696**	**450**	**18,696**	**18,696**	**(18,246)**	**(4,055%)**	**(18,246)**
132																					
133	**Programming Expenses**																				
134	6533	Democracy Now														0	0	0	0	N/A	0
135	6536	Outside Program Service														0	0	0	0	N/A	0
136	6602	FSRN (2/5 of $2,500)														0	0	0	0	N/A	0
137	6630	Tower Rent	41,842	41,842	41,842	41,842	41,842	41,842	41,842	41,842	41,842	41,842	41,842	41,842	**502,104**	491,832	362,004	502,104	(10,272)	(2%)	129,828
138	6641	Utilities-Tower	4,541	4,541	4,541	4,541	4,541	4,541	4,541	4,541	4,541	4,541	4,541	4,541	**54,492**	44,029	54,492	54,492	(10,463)	(24%)	(10,463)
139	6670	News Services	0	0	0	0	0	0	0	0	0	0	0	0	-	21,717	0	0	21,717	N/A	21,717
140	6671	Stringers	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	**15,600**	2,101	15,600	15,600	(13,499)	(642%)	(13,499)
141	6673	Satellite (Nat'l Public Radio)	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
142	6680	Maintenance - Technical	750	750	6,895	750	750	6,895	750	750	6,895	750	750	6,895	**33,580**	6,199	33,580	33,580	(27,381)	(442%)	(27,381)
143	6681	Maintenance - Engineering	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	**12,000**	4,997	12,000	12,000	(7,003)	(140%)	(7,003)
144	6694	Prog Svs (Volunteer Prog.)	0	0	0	0	0	0	0	0	0	0	0	0	-	32,791	0	0	32,791	N/A	32,791
145	6698	Web-Site Expenses	1,020	1,020	1,020	1,020	1,020	1,020	1,020	1,020	1,020	1,020	1,020	1,020	**12,240**	2,087	12,240	12,240	(10,153)	(487%)	(10,153)
146	6699	Tapes Restoration	0												-	0	0	0		N/A	0
147	6700	Tapes and Supplies	624	624	624	624	624	624	624	624	624	624	624	624	**7,488**	244	7,488	7,488	(7,244)	(2,969%)	(7,244)
148	6701	Other Programming Exp	2,000	6,600	0	0	4,600	0	0	4,600	0	0	4,600	0	**22,400**	0	22,400	22,400	(22,400)	#DIV/0!	(22,400)
149	6702	FreeSpeechRadioNews	9,211	9,211	9,211	9,211	9,211	9,211	9,211	9,211	9,211	9,211	9,211	9,211	**110,529**	97,400	55,265	110,529	(13,129)	(13%)	42,135
150	6703	Apprenticeship													-	0	0	0	0	N/A	0
151	6806	NonOperating GrantExp													-	0	0	0	0	N/A	0
152	6820	NFCB Conf - Affiliate													-	0	0	0	0	N/A	0
153	**Total Programming Exp.**		**62,288**	**66,888**	**66,433**	**60,288**	**64,888**	**66,433**	**60,288**	**64,888**	**66,433**	**60,288**	**64,888**	**66,433**	**770,433**	**703,397**	**575,069**	**770,433**	**(67,036)**	**(10%)**	**8,963**
154															770,433	0	0	770,433	770,433	100%	
155	**Development Expenses**																	0			
156	6413	Premium PRA (see 6771)	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	**24,996**	0	0	24,996	(24,996)	#DIV/0!	0
157	6576	Credit Card Disc. Fee	2,772	2,772	2,772	2,772	2,772	2,772	2,772	2,772	2,772	2,772	2,772	2,772	**33,264**	42,657	66,533	33,264	9,393	22%	(23,876)
158	6710	Printing - Regular													-	5,441	0	0	5,441	N/A	5,441
159	6711	Mktg - Promo Printing (see 6710)													-	0	0	0	0	N/A	0
160	6712	Printing, Renewal Forms (see 6710)	1,120	1,620	120	570	2,120	420	420	1,620	420	420	10,120	420	**19,390**	0	19,390	19,390	(19,390)	#DIV/0!	(19,390)
161	6720	Travel - Fund Raising (see6751)	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
162	6721	TeleMarketing	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
163	6730	Caging Cost/Subs. Svs (see 6740)	0	0	0	0	0	0	0	0	0	0	0	0	-	2,232	0	0	2,232	N/A	2,232
164	6732	Postage-Subscription/Ren	2,250	0	0	675	0	450	450	0	450	450	0	450	**5,175**	20,876	5,175	5,175	15,701	75%	15,701
165	6733	Mailing Services	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	N/A	0
166	6740	Subscription Supplies	1,240	1,240	1,240	1,240	1,240	1,240	1,240	1,240	1,240	1,240	1,240	1,240	**14,880**	26,663	14,880	14,880	11,783	44%	11,783
167	6742	Computer Supplies	200	200	200	200	200	200	200	200	200	200	200	200	**2,400**	2,268	2,400	2,400	(132)	(6%)	(132)
168	6750	Premiums (3rd party vendor)	18,102	3,136	6,168	2,581	18,778	3,426	2,306	18,638	3,430	13,739	2,811	2,834	**95,948**	217,145	154,442	95,948	121,197	56%	62,704
169	6751	Fund Drive Expenses	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	**21,600**	4,356	21,600	21,600	(17,244)	(396%)	(17,244)
170	6752	Shipping/Packaging	3,569	618	1,216	509	3,703	676	455	3,675	676	2,709	554	559	**18,919**	40,987	51,481	18,919	22,068	54%	(10,495)
171	6760	Advertising and Promo	1,367	1,367	1,367	1,367	1,367	1,367	1,367	1,367	1,367	1,367	1,367	1,367	**16,404**	0	16,404	16,404	(16,404)	#DIV/0!	(16,404)
172	6771	Direct Mail/Printing	225	225	225	225	225	225	225	225	225	225	225	225	**2,700**	6,667	2,700	2,700	3,967	60%	3,967
173	6772	Direct Mail - Postage	338	338	338	338	338	338	338	338	338	338	338	338	**4,050**	20,448	4,050	4,050	16,398	80%	16,398
174	6780	Other Dev. Expenses	0	0	0	0	6,000	0	0	0	0	0	0	0	**6,000**	3,527	6,000	6,000	(2,473)	(70%)	(2,473)
175	6781	Major Donor Expenses	208	208	208	208	208	208	208	208	208	208	208	208	**2,500**	0	2,500	2,500	(2,500)	#DIV/0!	(2,500)
176		AAPP Grant Expenses	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0		N/A	0
177	**Total Development Exp.**		33,191	13,524	15,654	12,485	38,750	13,122	11,780	32,082	13,126	25,468	21,635	12,413	**243,230**	**393,267**	**367,555**	**243,230**	**125,041**	**32%**	**44,146**
178															243,230	0	0	243,230	243,230	#DIV/0!	
179	**Community Events**																				
180	6790	Community Events	500	2,200	1,600	500	500	500	1,600	750	500	500	750	1,600	**11,500**	6,469	11,500	11,500	(5,031)	(78%)	(5,031)
181	6791	Special Events	4,291	4,291	0	4,291	4,291	4,291	4,291	4,291	4,291	4,291	4,291	4,291	**47,203**	43,957	51,494	47,203	(3,246)	(7%)	(7,537)
182	**Total Community Events**		**4,791**	**6,491**	**1,600**	**4,791**	**4,791**	**4,791**	**5,891**	**5,041**	**4,791**	**4,791**	**5,041**	**5,891**	**58,703**	**50,427**	**62,994**	**8,277**	**(8,277)**	**(16%)**	**(12,568)**